



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

**STATE OF DELAWARE
REAL ESTATE COMMISSION**

Posted 10/31/2014 JW
Posted 11/05/2014 JW

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, November 6, 2014 at 9:30 a.m.

**PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware**

**AMENDED AGENDA
(Amended items are denoted with an asterisk)**

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – October 2, 2014
- 3.0 Unfinished Business
 - 3.1 Post-Renewal Continuing Education Audit
 - 3.2 Review Draft Correspondence to be Sent to Course Providers Detailing Expectations of Course Outlines
 - 3.3 Reconsideration of Course Provider Applications
 - 3.3.1 Sussex County Association of Realtors for Course Titled: "Being a Prepared Tenant in Delaware"
 - 3.3.2 Ward & Taylor for Course Titled "Nuts and Bolts of Home Inspection"
- 4.0 New Business
 - 4.1 Update from the Commission – Ms. Klimowicz
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Delaware Technical Community College
 - 4.2.1.1 Course Title: Real Estate Pre-Licensing Course
 - Credit Hours: 99.0
 - 4.2.2 Course Provider: Deval Patel-Lennon, Esq. P.A.
 - 4.2.2.1 Course Title: Preparing for 2015 Changes in Real Estate Practices
 - Credit Hours: 3.0

Module: 6

- 4.2.3 Course Provider: Heidi JA Gilmore
 - 4.2.3.1 Course Title: Legislative Update: CFPB and the 2015 New Forms Review
Credit Hours: 3.0
Module: 5
- 4.2.4 Course Provider: Long & Foster Institute of Real Estate
 - 4.2.4.1 Course Title: Reverse Mortgage for Purchase
Credit Hours: 2.0
Module: 7
- 4.2.5 Course Provider: NBI, Inc. DBA National Business Institute
 - 4.2.5.1 Course Title: Title Workshop: From Examination to Commitment
Credit Hours: 6.0
Module: 6
- 4.2.6 Course Provider: Omega Real Estate School
 - 4.2.6.1 Course Title: Real Estate Pre-Licensing
Credit Hours: 99.0
- 4.2.7 Course Provider: OnCourse Learning Coporation, DBA Career WebSchool
 - 4.2.7.1 Environmental Hazards Disclosure
Credit Hours: 3.0
Module: 7
- 4.2.8 Course Provider: Sussex County Association of Realtors
 - 4.2.8.1 Course Title: Accredited Buyer's Representative (ABR®)
Credit Hours: 6.0
Modules: 6 & 7
 - 4.2.8.2 Course Title: Blueprint for Success
Credit Hours: 3.0
Module: 7
 - 4.2.8.3 Course Title: Commercial Leasing Contracts
Credit Hours: 3.0
Module: 6
 - 4.2.8.4 Course Title: Ethics in an Era of Litigation
Credit Hours: 6.0
Modules 2, 4, & 7
 - 4.2.8.5 Course Title: Green 100: Real Estate for a Sustainable Future
Credit Hours: 6.0
Modules: 6 & 7
 - 4.2.8.6 Course Title: "Idea to Law" a Legislative Review
Credit Hours: 3.0
Module:
 - 4.2.8.7 Course Title: Perfecting Your Listing Presentation

Credit Hours: 3.0
Module: 7

4.2.8.8 Course Title: Real Property Long Term-Short Term Rentals
Credit Hours: 3.0
Module: 6

4.2.8.9 Course Title: What's It Worth?
Credit Hours: 3.0
Module: 6 or 7

4.2.9 Course Provider: The CE Shop, Inc.

4.2.9.1 Course Title: Generation Buy
Credit Hours: 6.0
Module: 7

4.2.9.2 Course Title: Green 100: Real Estate for a Sustainable Future
Credit Hours: 6.0
Module: 7

4.2.9.3 Course Title: Green 200: The Science of Green Building
Credit Hours: 6.0
Module: 7

4.2.9.4 Course Title: Green 300: Greening Your Real Estate Business
Credit Hours: 6.0
Module: 7

*4.2.9.5 Course Title: Commercial Ethics
Credit Hours: 3.0
Module: 7

*4.2.9.6 Course Title: Military Relocation Professional Certification
Credit Hours: 6.0
Module: 7

*4.2.10 Course Provider: Association of Realtors School

4.2.10.1 Course Title: Accredited Buyer Representative (ABR)
Credit Hours: 6.0
Modules: 6 & 7

4.3 Review of Instructor Applications

4.3.1 Michelle Glackin
Continuing Education: Module 6 – Top 10 Title Defects

4.3.2 William Lucks
Continuing Education: Modules 1 – 6; Module 7 – Finance; Mortgage and Finance

4.3.3 Melanie McLane

Continuing Education: Modules 1 – 6; Continuing Education Module 7 – Resort and Second Property Specialist (RSPS); Green Designation Course; Senior Residential Specialist (SRES); eBuyer REBAC Elective; ABR Course; What's It Worth?

Broker's Course: Valuing Real Property; Financing; Ethics

4.3.4 Deval Patel-Lennon

Continuing Education: New Licensee Modules 2 & 3; Continuing Education Modules 3 & 6

4.3.5 Eric Rittmeyer

Continuing Education: Module 7 – Reverse Mortgages for Real Estate Professionals

4.3.6 Alma Roach

Continuing Education: Module 6

4.3.7 Tom Schoenbeck

Continuing Education: New Licensee Module 3

Pre-Licensing Course: Real Estate Sales; Real Estate Mathematics

4.3.8 Steven Schwartz

Continuing Education: Module 6

Pre-Licensing Course: Real Estate Law

Broker's Course: Real Estate Documents

4.3.9 Theresa Vallier-Thomas

Continuing Education: Module 7 – Home Staging

*4.3.10 Stephen Marcus

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Technology for Listing Agents

Pre-Licensing Course:

Orientation; Real Estate Sales; Real Estate Mathematics

4.4 Review of Student Requests for Approval of Continuing Education

4.4.1 Student Name: Robert Jester

Course Title: New Salesperson Module 2 – Agreement of Sale

Course Provider: Sussex County Association of Realtors

Credit Hours: 3.0

Requesting Approval for Module: 6 or 7

4.4.2 Student Name: Shirley Kalvinsky

Course Title: New Licensee Modules 2 & 3

Course Provider: Sussex County Association of Realtors

Credit Hours: 3.0

Requesting Approval for Module: 3

4.4.3 Student Name: Winfield Scott
Course Title: New Salesperson Module 2 – Agreement of Sale
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 6 or 7

4.4.4 Student Name: Winfield Scott
Course Title: New Salesperson Module 3 – Real Estate Documents
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 3

4.5 Discussion Regarding Knowledge-Based Learning – Mr. Burns

4.6 Review Proposed 2015 Meeting Dates

5.0 Correspondence

*5.1 Review Correspondence from The Delaware Association of Realtors Regarding the Instructor Application for Stephen Marcus

*5.2 Review Correspondence from The CE Shop, Inc. Regarding Modification to Approved Course titled “Real Estate Investors and Your Business”

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – December 4, 2014 at 9:30 a.m.

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body’s meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.